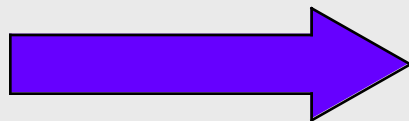
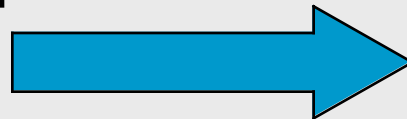


Procurement Process

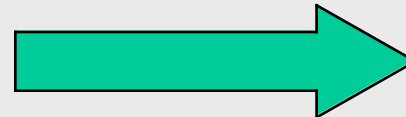
- ◆ General process outlined by overall Annexe III Technology Procurement project



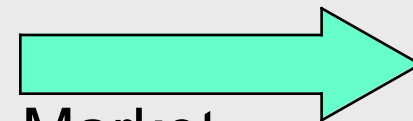
Preparation



Tendering



Development



Market
Acceptance

Procurement Process

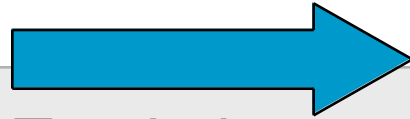


Preparation

◆ Completed work to date:

- > Market characterization (energy use, market size, use patterns, demand)
- > Feasibility study (technical research)
- > Draft specifications
- > Creation of buyers groups in 7 countries
- > Establishing project support

Procurement Process



Tendering

- ◆ Request for bids (tenders) will be issued in mid-1998
 - > Bidding open to any manufacturer
 - > Manufacturers requested to produce prototypes
 - > Testing to confirm performance required
- ◆ **Timeline:** approximately 2 years to prototype, 1 more year to market
- ◆ Participant names remain confidential through award

Procurement Process



Tendering

- ◆ All submissions are confidential, proprietary
- ◆ Evaluation of bids: International jury
 - > Winning bids based on meeting required specifications, achievement of desired characteristics
- ◆ Multiple winning entries possible

Procurement Process



Development

- ◆ Prototype development stage to allow for R&D
- ◆ Working group will coordinate buyers groups and supporters
- ◆ Development time allows buyers time to plan for new lease/purchase
- ◆ Manufacturers meet testing requirements

Procurement Process



Market
Acceptance

- ◆ Leading buyers are initial purchasers of winning product(s)
- ◆ Dealer, sales, service support required
- ◆ Working group participants, IEA will promote winning copiers, leading buyers and supporters
- ◆ Leading buyers, supporters lead to “avalanche” of market acceptance

Procurement Process



Market
Acceptance

◆ Nature of “Award”

- > Ready group of committed buyers and supporters, leading to long-term market
- > Recognition from IEA -- IEA Champion logo
- > Promotion by working group -- announcement at major conferences, to press and buyers